

## Message Text

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PAGE 01 ACCRA 00367 181555Z  
ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W  
-----190008Z 080969 /75-62  
R 181112Z JAN 77  
FM AMEMBASSY ACCRA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6144

UNCLAS ACCRA 0367

E.O. 11652: N/A  
TAGS: BEXP GH  
SUBJ: WTDR - EBEN'S COMPLEX AGENCIES

REF: USDOC 20544

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: N/A
4. EBEN'S COMPLEX AGENCIES 4B. CODE: A
5. P.O. BOX 2354; 6 RINGWAY CLOSE
6. ACCRA, GHANA
7. EST. 1968 8. EMPL: 11 9. SIZE: (21-X) SMALL
10. REPUTATION: (23-X) POOR
11. SMALL GHANAIAN FIRM OF USED AND RECONDITIONED TRUCK DEALERS;  
HAS MODEST GARAGE NEAR DOWNTOWN ACCRA; ALSO SALES/INDENT  
AGENCY HANDLING DRILLING EQUIPMENT AND CANVAS AND RELATED  
PRODUCTS - TARPAULINS; ALLEGEDLY RAISES GOATS AND SHEEP
12. RPT. DATE: 01/77
- 13A. 37100/1235 AGT. IMP. DIST. OF USED AND RECONDITONED MOTOR  
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- VEHICLES
- 13B. 75380/7 PERFORMS GENERAL AUTOMOTIVE REPAIRS AND MAINTENANCE
- 13C. 23940/2 AGT. FOR CANVAS AND ALLIED PRODUCTS - TARPAULINS
- 13D. 35330/2 AGT. FOR DRILLING MACHINERY AND EQUIPMENT

13E. 02140/0 SHEEP AND GOAT FARMING

14. CONTACT: MR. EBEN T. ZANYOH TITLE: EXECUTIVE DIRECTOR

15. CABLE: NONE 16. TELEX: NONE 17. TEL: 29442

18. FINANCIAL REF: BARCLAYS BANK OF GHANA LTD., HIGHT ST.  
BRANCH, PO. BOX 69, ACCRA

19. NO COMPETENT TRADE REF. PROVIDED.

20. FOREIGN FIRMS REPRESENTED: ACKER DRILL CO., INC., P.O.  
BOX 830, SCRANTO. PA. 18501, CORD DRILLS AND EQUIPMENT;  
HERCULITE PROTECTIVE FABRICS CORP., 1107 BROADWAY, NEW  
YORK, N.Y. 10010, INDUSTRIAL COVERS; QCQD. 1976.

21. THIS SMALL SINGLE-PROPRIETARY FIRM, WHICH OPERATES  
BASICALLY AS MOTOR VEHICLE BROKER, IS REPORTEDLY ATTEMPT-  
ING TO EXPAND INTO INDENT/AGENCY BUSINESS AND CLAIMS  
DEALERSHIP FRANCHISES FOR TWO U.S. COMPANIES. IN  
PROVIDING INFORMATION FOR THIS REPOT, MR. ZANYOH,  
OWNER AND SOLE PRINCIPAL, MADE SEVERAL CLAIMS WHICH  
WERE LATER FOUND EITHER GROSSLY EXAGGERATED OR FALSE.  
SPECIFICALLY, ACTUAL LABOR FORCE WAS 66 PERCENT LESS THAN  
THE FIGURE HE PROVIDED; ANNUAL SALES STATED AROUND CEDIS  
3.5 MILLION (SLIGHTLY OVER \$3 MILLION) IS UNREALISTIC,  
CONSIDERING FIRM'S UNIMPRESSIVE BANKING RECORD.  
SIMILARLY, THE POPULATION OF HIS LIVESTOCK FARM GIVEN AS  
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300 (NOT VERIFIED) SEEMS UNREALISTIC. ACCRA BASED GOG  
AGRICULATURAL INSTITUTIONS HAVE NEVER HEAR OF THE FARM.  
THE CONSENSUS IN LOCAL TRADING COMMUNITY  
INDICATES THAT EBEN'S COMPLEX HAS MADE LITTLE PROGRESS  
SINCE ITS ESTABLISHMENT NEARLY TEN YEARS AGO. A BANKING  
REFERENCE STATES THAT FIRM'S CHECKING ACCOUNT  
"HAS NOT BEEN ACTIVELY AND SATISFACTORILY CONDUCTED" AND  
THAT ITS FINANCIAL SITUATION IS POOR. UNDER THE CIRCUM-  
STANCES, WE CANNOT RECOMMEND FIRM AS SUITABLE TRADE CON-  
TACT FOR U.S. BUSINESSMEN AND ADVISE CAUTION AND FULL  
SECURITY FOR ALL TRANSACTIONS.

22. PREPARED BY: P.A.HENNISON APPROVED BY: A.L. GLAD  
AT: AMERICAN EMBASSY, ACCRA.  
SMITH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 18-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ACCRA00367  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770019-0054  
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**Legacy Key:** link1977/newtext/t19770144/aaaablsb.tel  
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**Message ID:** cd34dbd5-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION AF  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 27-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3577067  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDR - EBEN'S COMPLEX AGENCIES  
**TAGS:** BEXP, GH  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbs://SAS/SAS.dbo.SAS\_Docs/cd34dbd5-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009